

Message Text

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PAGE 01 DAKAR 03313 051739Z
ACTION AF-10

INFO OCT-01 EUR-12 ISO-00 EB-08 AID-05 /036 W
-----028182 060542Z /16

R 050700Z MAY 78
FM AMEMBASSY DAKAR
TO SECSTATE WASHDC 3957
USDOC WASHDC
INFO AMEMBASSY ABIDJAN
AMEMBASSY ANTANANARIVO
AMEMBASSY BAMAKO
AMEMBASSY BRAZZAVILLE
AMEMBASSY COTONOU
AMEMBASSY LIBREVILLE
AMEMBASSY LOME
AMEMBASSY NDJAMENA
AMEMBASSY NIAMEY
AMEMBASSY NOUAKCHOTT
AMEMBASSY OUAGADOUGOU
AMEMBASSY YAOUNDE
AMEMBASSY MONROVIA
AMEMBASSY PARIS

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STATE FOR AF/W AND AID

E.O. 11652: N/A
TAGS: BEXP
SUBJECT: POTENTIAL SALE OF US GOODS TO ASECNA

REF: DAKAR 2745

1. EMBASSY HAS RECEIVED TELEX FROM ROBIN G. ARCHER,
GENERAL MANAGER, DESIGN-DEVELOPMENT-ENGINEERING,
MECREPCO, WHO REQUESTED INFORMATION ON OUTCOME OF
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APRIL 17 ASECNA BOARD MEETING IN NDJAMENA, WHICH
CONSIDERED HIS FIRM'S PROPOSAL FOR \$17.4 MILLION
LIGHTING AND COMMUNICATIONS PROJECT IN 13 ASECNA COUNTRIES.

2. EMBOFF MET MAY 2 WITH ASECNA TECHNICAL DIRECTOR
AMADOU CHEIFFOU WHO AFFIRMED THAT ASECNA WAS VERY MUCH
COMMITTED TO TURNING TO U.S. SOURCES OF TECHNICAL

EQUIPMENT, AND HAD NOT REJECTED MECREPCO PRTPPOSAL. HOWEVER, CHEIFFOU SAID BOARD HAD BEEN VERY DISAPPOINTED IN FINANCING TERMS OF MEPREPCO/EXIMBANK PROPOSAL, AND NOTED THAT, FOR OTHER PENDING ASECNA PROJECTS, FRENCH CAISSE CENTRALE WAS OFFERING TERMS OF 6.5 PERCENT INTEREST, 12-13 YEARS REPAYMENT WITH THREE YEAR GRACE PERIOD. BOARD WA VERY "POLITICIZED," HE SAID. IT LOOKED NOT AT STATUTES OF FINANCING INSTITUTIONS BUT AT COUNTRIES AS A WHOLE, AND FELT U.S. WAS NOT BEING NEARLY AS FORTHCOMING AS FRANCE. BOARD HAD SUSPENDED ACTION TO REQUEST U.S. TO COME UP WITH NEW FINANCING PACKAGE WITH INTEREST RATE IN 6-7 PERCENT RANGE. CHEIFFOU SAID THAT ASECNA DIRECTOR MALEKOU HAD GOTTEN IMPRESSION DURING HIS U.S. VISIT LAST YEAR THAT USAID WOULD BE PREPARED TO CONSIDER FINANCING TELECOMMUNICATIONS PAKCAGE FOR ASECNA MEMBER COUNTRIES. HE SUGGESTED THAT IMPROVED AIR TRANSPORATION WAS KEY TO EVACUATION OF PRODUCE AND AN INTEGRAL ELEMENT OF AFRICAN RURAL DEVELOPMENT, AND ARGUED USAID SHOULD BE TAKING AN INTEREST.

3. EMBOFF SAID EMBASSY WOULD TRANSMIT CHEIFFOU'S COMMENTS TO WASHINGTON, BUT COULD NOT BE ENCOURAGING THAT AID WOULD BE PREPARED TO TAKE ROLE IN AVIATION SECTOR IN VIEW PROGRAM EMPHASIS ON AGRICULTURE AND BASIC HUMAN NEEDS, AND CURRENT DE-EMPHASIS OF INFRASTRUCTURE PROJECTS. EVEN LIMITED OFFICIAL USE

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IF AID WERE TO BECOME INVOLVED IN AVIATION PROGRAMS WITH ASECNA AT SOME FUTURE DATE, IT SEEMED HIGHLY IMPROBABLY THAT ANY SUCH ACTIVITY WOULD BENEFIT CURRENT MECREPCO PROPOSAL.

4. CHEIFFOU ALSO REAFFIRMED THAT ANY GOVERNMENTAL GUARANTEES FOR EQUIPMENT LOAN WOULD HAVE TO BE ISSUED BY INDIVIDUAL GOVERNMENTS OF ASECNA MEMBER COUNTRIES FOR EQUIPMENT TO BE ACTUALLY INSTALLED IN EACH RESPECTIVE COUNTRY. HE SAID HE WOULD BE WRITING DIRECTLY TO MECREPCO WITH FULL INFORMATION.

5. ACTION REQUESTED: PLEASE PASS ABOVE INFORMATION TO ARCHER AT MECREP INCORPORATED, LIVONIA, MICHIGAN.

6. COMMENT: THIS IS LATEST IN LONG SERIES OF ASECNA REQUESTS FOR CONCESSIONARY U.S. ASSISTANCE IN CONTEXT OF ITS CURRENT REORIENTATION TOWARD AMERICAN EQUIPMENT PROCUREMENT. WOULD BE GRATEFUL IF DEPARTMENT COULD PULL TOGETHER COMPREHENSIVE USG RESPONSE WHICH WOULD EXPLAIN CURRENT VIEWS OF, AND CONSTRAINTS ON, USAID, EXIMBANK, FAA, STATE AND ANY OTHER AGENCIES CONCERNED WITH RESPECT TO

CONCESSIONARY AID TO 13-NATION ASECNA ORGANIZATION.
COHEN

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Message Attributes

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Draft Date: 05 may 1978
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Disposition Approved on Date:
Disposition Case Number: n/a
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Disposition Date: 20 Mar 2014
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